

December 2007

SBA – Your Small Business Resource

U.S. Small Business Administration

Hawaii District Office

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Hawaii Small Business Development
Center Network – Oahu Center
808/ 523-6118 www.hawaii-sbdc.org
Also serving Kauai, Maui and Hawaii

Hawaii Women's Business Center
808/526-1001 www.hwbc.org

SCORE Oahu
808/547-2700 www.hawaiiscore.org

SCORE Named SBA's Top T.A. for 2007

Hawaii Chapter Wins Community Express Honors

The U.S. Small Business Administration has recognized SCORE of Hawaii, Inc., the top Community Express technical assistance provider in the Hawaii District for fiscal year 2007. The award was presented by District Director Andrew Poepoe at the annual SBA Lender of the Year Awards Breakfast in November.

This special award is presented to the local SBA resource partner that, as an approved technical assistance (T.A.) provider for the popular Community Express Loan program, successfully guides the greatest number of prospective borrowers through the loan application process. SCORE volunteers assisted 32 small businesses with their funding proposals, providing additional counseling to many needing more help.

"SCORE has had just an overwhelming response from small businesses across the state since we started to participate in this loan program. The word-of-mouth referrals have our phone ringing off the hook due to our success," said Jean Jeremiah, the administrator for the local chapter. "It's been very gratifying for our volunteers to be able to provide assistance and access to capital for so many small business owners so quickly."



SBA District Director Andrew Poepoe congratulates SCORE members Keith Ogata and Ray Riss on their award.

SCORE is a resource partner of SBA dedicated to entrepreneur education and the formation, growth and success of small businesses nationwide. There are more than 10,500 SCORE volunteers nationwide who assist small businesses with business counseling and training. The Hawaii Chapter has consultants on all the major islands. Both the national organization and the local chapter offer on-line consulting also. To locate an experienced volunteer consultant near you, contact their office at (808) 547-2700 or on-line at www.hawaiiscore.org.

Happy Holidays!

Best Wishes for a Prosperous 2008

SBA and Nationwide Launch Small Business Disaster Preparedness Guide

The U.S. Small Business Administration and Nationwide Mutual Insurance Company have teamed up to launch a disaster planning guide for small business owners. The 10-page guide provides information business owners need to develop an effective plan to protect customers and employees in the event of a disaster. The guide also provides key disaster preparedness strategies to help small business owners identify potential hazards, create plans to remain in operation if the facility is unusable, and understand the limitations of their insurance coverage.

Hard copies of the guide will be distributed by SBA field offices, its resource partners around the country and disaster field offices as soon as they become available locally. Nationwide will provide additional copies to its agents for distribution also. An electronic version of the guide may also be online at two websites, www.sba.gov/services/disasterassistance/disasterpreparedness/index.html and www.nationwide.com.

New Research Librarian for the Hawai'i SBDC

Tony Lin is the latest addition to the Hawai'i Business Research Library (HBRL) in Kihei on Maui. Lin joined the library in August and brings specialized skills to their talented team of researchers. HBRL is a division of the award winning Hawai'i Small Business Development Center Network.



Lin has years of experience from academic business libraries at the University of Michigan – Ann Arbor, and as a former financial planner at Fortis Investors. He combines knowledge-based library experience with practical, hands-on business expertise.

As a recent graduate of the University of Michigan- Ann Arbor, Lin researched and implemented new Web 2.0 technologies at the Kresge Business Administration Library at the campus. He also has Bachelor degrees in Finance and Spanish Literature from the California State University system.

Lin served on several committees in the American Library Association and is also an active member in the Special Libraries Association. He was born and raised in the heartland of America, Wichita, Kansas.

HBRL serves the research needs of the small business and works with SBDC counselors to provide the most up-to-date information. Contact HBRL at 1-800-509-3100 or check the website, www.sbdhawaii.org.

Loan Activity, FY 2008			
Two Months Ended 11/30/07			
Bank	No. of Loans	Loan Amount (000's)	
		Gross	SBA
Bank of Hawaii	10	910.0	530.0
First Hawaiian Bank	9	572.5	371.1
Citizens Security Bank	5	848.0	644.3
American Savings Bank	3	450.0	225.0
Central Pacific Bank	3	130.0	65.0
Hawaii Community FCU	3	55.0	27.5
Hawaii National Bank	1	115.5	98.2
Bank of Guam	1	60.3	30.2
Capital One	1	50.0	25.0
Sub-total	36	3191.3	2016.3
Innovative Bank	11	210.0	178.5
Superior Financial Group, LLC	3	40.0	34.0
Borrego Springs Bank			
Total 7(a) Loans	50	3441.3	2228.8
HEDCO 504 Loans	6	5283.0	5283.0
Lokahi Pacific 504 Loans			
Grand Total	56	8724.3	7511.8
504 LOAN ACTIVITY			
Bank	HEDCO	Lokahi Pacific	Gross
Bank of Hawaii	4		4832.0
First Hawaiian Bank	2		451.0
Total 504 Loans	6	0	5283.0

Log On! Small Business Training Network Goes 24/7

It's the season to log on to the SBA's new Small Business Training Network (SBTN) which expanded its inventory of online courses this year to meet the ever-changing needs of small business owners across the country.

Hectic holiday schedules make it difficult to manage and run a business and still find time to improve the business management skills needed, so this 24/7 internet based "campus" is a perfect solution. While more courses are designed to help small businesses grow, over 40 sessions are directed to start ups.

Visit SBTN at www.sba.gov/training to view the variety of subjects for workshops, publications and other learning tools, many that have been developed by well respected universities, business schools and major corporations. All of the offerings are free, most are self-paced, and the majority of them are considered "topical primers"



XXX Towing Gets on the Road

After many years of experience in the towing industry, Malcolm Medeiros decided the time was right to start his own business and run the business in a manner that reflected his values and a customer service orientation. With the support of his wife and business partner, Elena, he was determined to build a solid foundation for their new company, XXX Towing.

The Medeiros's realized they would need some help to get started and to secure the capital to purchase the state of the art vehicle that would put their ideas into action. On the advice of their banker, they turned to the East Hawaii office of the Hawaii SBDC Network for technical assistance

Working with Constance Cate, Director of the Hawaii SBDC Network East Hawaii Center, the Medeiros' developed a business plan and accounting practices for the business. Cate helped them develop a viable business plan, a marketing strategy and set up accounting procedures before starting the critical financing application.

The Medeiros were able to get a \$50,000 SBA Community Express loan, due to the excellent technical assistance from Hawaii SBDC Network, their good credit rating and a savvy business banker. The approval of their loan was relatively fast and the order for the big, blue tow truck was processed. XXX Towing was in business!

As if the sight of the shiny new truck with "XXX Towing" emblazoned on the cab door wasn't creating enough of a buzz around Hilo, Cate continues to offer additional guidance to Malcolm and Elena.

"The Community Express program and Constance really got XXX on the road. It was a great experience and has made a great difference for us starting out," said Medeiros. "I tell everyone I know that these programs are amazing!"



SBA Revs Up Community Express!

Consults on Kauai, Maui and Hawaii

Are you starting a business and need funds? Do you need to expand or renovate your existing business? Looking for working capital? If you answer yes to any of the three questions, then you definitely want to come to SBA's Community Express Day to learn more about the loans. Community Express Loans for \$5,000 - \$50,000 with 7 or 10 year terms are available. Proceeds may be used for most business purposes.

Free, confidential consultations will be arranged with a top SBA Community Express lender, a technical assistance provider, or an SBA specialist to help determine your eligibility and provide information about the streamlined applications.

To expedite your SBA application, you should bring your current personal identification, General Excise Tax (GET) business license, the current credit score for each owner of the business, and your business banking account information. If you don't have your credit score, a free credit report can be found on line at www.annualcreditreport.com. Your credit score can be accessed at this site for a small fee.

Advance registration is highly recommended; walk-in clients will be assisted as time permits. Appointments are limited, so call SBA today to reserve a time!

There are three chances to attend the SBA Community Express Day, one in Kauai, Hilo, and Wailuku. To register for this event, you can an appointment request to (808)541-2976, sign up online at www.sba.gov/hi, or by calling the SBA district office. See the number to call for your location listed below.

KAUAI - Tuesday, December 18, 2007

Kauai Veteran Center • 3215 Kapule Highway, Rm #3, Lihue, •
9am-2pm • Call Kim Hite, 541-2990 x 212

HILO - Wednesday, December 19, 2007

Hawaii SBDC Office • 100 Pauahi Street, Hilo •
9am-2pm • Call David Brown, 541-2990 x 215

MAUI - Thursday, December 20, 2007

The Harry & Jeanette Weinberg "Pono Center" •
62 Market St., Wailuku, HI 96793 •
10am-3pm • Call Jerry Hirata, 541-2990 x 210

New Lender Joins SBA Community Express Program in Hawaii

SBA welcomes a new financial institution, Borrego Springs Bank, to their team of approved Community Express lenders serving the State of Hawaii. With the new addition of Borrego Springs Bank, the SBA Community Express Loan Program now has a total number of three lenders in the program.

Borrego Springs Bank is a minority owned (Native American) and federally chartered financial institution based in La Mesa, California, and a proven Small Business Administration (SBA) lender. Start up businesses and many franchises are eligible for loans, credit scores will be use in evaluating a loan request. Borrego Springs Bank also uses an automated process that facilitates a fast turn around time for the Community Express loans from \$5,000 to \$50,000.

"The Hawaii marketplace provides ample opportunities for small businesses to start, grow, and flourish. It's a good fit for our Community Express Lending program," said Fred Crispen, Executive Vice President. "We anticipate that our average loan amount in Hawaii will mirror our current average of \$37,000 per loan. We have also teamed up with an excellent group of technical assistance providers who will help our borrowers succeed as entrepreneurs."

Hawaii Women's Business Center Names New Director

The Hawaii Women's Business Center Board of Directors selected Kay Lorraine to serve as the Executive Director for the growing organization.. She started on August 1st and, within a month on the job, traveled to the annual Women's Business Center conference in Washington, D.C. hosted by SBA's Office of Women's Business Ownership. HWBC offers business consulting and training to women entrepreneurs, professionals and start up operations

A long time Hawaii residence, Lorraine has extensive experience in the management of not-for-profit organizations. She has been affiliated with the Hawaii Women Lawyers, the Association of Independent Commercial Producers, MADD and several other local and national entities. Lorraine has been a successful small business owner and is also a talented chanteuse.

Welcome to our SBA family, Kay. Hope you're ready for the Christmas caroling!



SBA Lending Awards Breakfast

Mahalo to all Lenders and Resource Partners for another productive year for SBA Loans! Top producers were honored in November



Clinton Arnoldus, Central Pacific Bank & David Perkins, HEDCO



Martin Tadlas, American Savings Bank & Karen Sakihama, SBA



Naomi Masuno, FHB; Robin Kaneshiro, CPB; Paul Lemcke, Ohana Pacific; Greg Sokolowski, CPB; & Lawrence Pai, Ohana Pacific



Jean Jeremiah
SCORE



Tim Ashcroft, Hawaii Community FCU, & Baron Nakamura, MBL

Small Business Training & Events

December 2007

18- Community Express Day Kauai- Kauai Veteran Center, 3215 Kapule Hwy, Lihue, Kauai- 9:00am-2:00pm- (541-2990 x 212) or kimberly.hite@sba.gov or www.sba.gov/hi

19- Community Express Day Hilo- SBDC Office, 100 Pauahi St., Hilo
9:00am-2:30pm- (541-2990 x 215) or david.brown@sba.gov or www.sba.gov/hi

20- Community Express Day Wailuku, Maui- Harry & Jeannette Weinberg Pono Center, Wailuku, Maui- 9:00am-2:30pm (541-2990 x 210) or jerry.hirata@sba.gov or www.sba.gov/h

20- Small Business Resource Workshop and Resource Center Orientation 1041 Nuuanu Ave.- 2:00pm-4:00pm- (526-1001) or hwbcadmin@hwbc.org

January 2008

4- Gateway Marketplace- SBRC 1041 Nuuanu Ave.- 4:00pm-9:00pm (526-1001) or www.hwbc.org – Fee

8- 6th Annual Legislative Business Forum- Chamber of Commerce of Hawaii; Pacific Club, 5:30pm-8:00pm- www.cochawaii.org – Fee

9- Hawaii's Economic Tipping Point; Annual Small Business Hawaii Conference- Ala Moana Hotel- 8:00am-2:00pm- (396-1724) – Fee

16- MICRO ENTERPRISE 101: Starting a Business in Hawaii- Honolulu Design Center- 9:00am-12:00pm- (541-2990 x 215) or www.sba.gov/hi

16- State and Federal Tax Procedures- 1041 Nuuanu Ave. 9:00am-4:00pm (526-1001) or hwbcadmin@hwbc.org – Fee

18- Hawaii, Korea, and Asia: New Opportunities for Hawaii Businesses Honolulu Design Center, 1250 Kapiolani Blvd.- 8:15am-10:00am www.cochawaii.org – Fee

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